SECTION VI: WIC APPROVED FOODS

Overview

Because WIC foods are specifically chosen to help reduce complications of pregnancy due to poor nutrition and to promote the healthiest possible birth, growth and development of infants and children, the Vendor's role in ensuring WIC customers receive only those foods prescribed on the WIC check is critical. By signing the Agreement the Vendor agrees to maintain a minimum stock (quantity and variety) of the current WIC approved foods on the store shelves at all times.

WIC Approved Foods

A complete printed approved brand list is provided to each Vendor on an annual basis. The Department will provide an updated brand list to Vendors at least thirty (30) days prior to the expiration of the previous list.

Minimum Stock

This section also lists the minimum stocking requirement of WIC approved foods. By signing the WIC Vendor Agreement, Vendors agree to maintain the minimum stocking requirement of WIC approved foods in the store at all times.

By signing the WIC Vendor Agreement, Vendors agree to maintain adequate inventory records (invoices and purchase orders) to verify billings made for all WIC food items purchased at any time during the current agreement year, and for the previous three (3) years if a WIC Vendor Agreement was then in effect. This must include, but is not limited to, inventory records required for Federal tax reporting purposes.

Store Brand Definition

Store brand definition by Private Label Manufacturer's Association: Store brand products encompass all merchandise sold under a retail store's private label. That label can be the store's own name or a brand name created exclusively by the retailer for the store. A store may belong to a wholesale buying group that owns labels, which are available to the members of the group. These are referred to as controlled labels.

6.1 Infant Formula

Policy Infant formula is chosen for specific dietary needs. Therefore, it is

imperative that Vendors allow WIC customers to redeem only the specific

type, size and quantity of infant formula issued on a WIC check.

Primary Contract Infant Formula The Missouri WIC program participates in an infant formula rebate program. In doing so, the Department contracts with a specific infant formula manufacturer who agrees to give a rebate to the Department for each unit of their infant formula redeemed with a WIC check. The money from this rebate enables the Department to serve more eligible participants. The infant formulas included in the rebate contract are called

the "Primary Contract Infant Formulas".

Tiered Stocking Peer Groups for Infant Formula The tiered stocking peer grouping requirement is designed to reduce formula inventory for retail Vendors who have less participant traffic and to reduce the financial burden of stocking unneeded formula by smaller retail Vendor stores. The Vendor applicant will initially be placed within Peer Group Class II, unless the new applicant is a member of a grocery store chain or a discount grocer, in which case they will be placed into Peer Group Class III. The new vendor will remain in this peer group for the first six (6) months they are authorized to accept WIC checks.

After six (6) months, the retail Vendor will have its peer grouping status re-evaluated. Using an extrapolation of the monthly average of the retail Vendor's WIC sales WICNS will determine whether the Vendor's current peer grouping needs to be changed.

Tiered Stocking Peer Groups

- Class I: Stores with annual WIC sales of \$80,000 or below.
- Class II: Stores with annual WIC sales of \$80,001 \$2,000,000.
- Class III: Stores owned by major chains, e.g., Dierbergs,
 Dillons/Gerbes, Hy-Vee, Kroger, Price Chopper, Price Cutter/Ramey,
 Shop-N-Save, and Schnucks.
- Class IV: Stores that are discount groceries and hypermarts, e.g., Wal-Mart.

Primary Contract Infant Formulas Stocking Levels	Class I	Class II	Class III	Class IV
Milk Based Infant Formula Enfamil Infant – Powder	12 cans	18 cans	24 cans	24 cans
	(2 cases)	(3 cases)	(4 cases)	(4 cases)
Reduced Lactose Infant Formula Enfamil Gentlease – Powder	12 cans	12 cans	18 cans	18 cans
	(2 cases)	(2 cases)	(3 cases)	(3 cases)
Soy Based Infant Formula Enfamil Prosobee (Soy) – Powder		12 cans (2 cases)	18 cans (3 cases)	18 cans (3 cases)

Concentrates and Ready-To-Use Primary Contract Infant Formulas Concentrates and Ready-To-Use primary contract infant formulas are not required to be stocked by WIC retail Vendors, but must be made available for a WIC customer within seventy-two (72) hours.

Non-Primary Contract Infant Formulas

Enfagrow Toddler Transitions, Enfagrow Toddler Transitions Gentlease, Enfagrow Toddler Transitions Soy, Enfacare, Enfamil A. R., Pregestimil, Enfamil Premature, Nutramigen with Enflora LGG and other brands of infant formulas are not required to be stocked by WIC retail Vendors, but must be made available for a WIC customer within seventy-two (72) hours.

Special Formula

All infant formulas other than the current Missouri Primary Contract Infant Formulas, which may be prescribed on a WIC check, are called "Special" formulas or non-primary contract formulas. When a special formula is prescribed on a WIC check, the special formula is computer printed on the WIC check. Any other type of food items written or typed in this space are not to be allowed by the WIC retail Vendor.

Special Ordered Formula Pricing Limitation

Effective October 1, 2004, in the event a WIC customer orders a special formula, the WIC authorized Vendor is limited to the amount they may charge for special formulas. The Vendor must set the price of the special ordered formula using the following method:

- The Vendor is allowed to mark up the special formulas no more than ten (10) percent over the Vendor's wholesale price.
- In the event that the formula has special shipping costs an additional five (5) percent of case price may be added to the case price of the special infant formula. The shipping price is then distributed evenly among the number of units ordered.
- The Vendor must attach a copy of the invoice and shipping costs kept by the Vendor to the WIC sales receipt.
- The Vendor must attach proof of the special order for a WIC customer. (Proof is the name of the WIC customer, the date special formula is ordered and date of the sale.)

The State WIC office will authorize the purchase of special ordered formulas only at the price levels indicated above. In the event that the special ordered formula exceeds the maximum allowable price on the check, the Vendor should not deposit the check. The Vendor should complete the check appeal form and attach the following: the check, transaction receipt, a copy of the invoice showing the items and shipping costs, and an explanation of why the cost of the formula being sold exceeds the amount of the check. Submit these items to the WIC staff for review.

The State WIC office monitoring staff shall review the Vendor's WIC sales receipts during on-site monitoring reviews. If during these reviews it is found that the Vendor has exceeded the ten (10) percent limit on special ordered formulas the Department shall make a claim for reimbursement for the amount exceeding the limitation.

This pricing limitation applies to all special and/or ordered formulas. Pharmacies are not to accept WIC checks for the Primary Contract Infant Formulas of Enfamil Infant, Enfamil Prosobee and Enfamil Gentlease in the concentrate, powder and ready-to-use varieties.

Special Ordered Formula Buyback

The State WIC office will authorize a "buyback" of special ordered formulas using the pricing formula indicated above. This special formula buyback is to be used only when an authorized vendor has ordered a special formula for a WIC customer and not all the ordered formula is purchased. This buyback is to ensure that no authorized vendor has to absorb the cost of the un-purchased special formula. No regular contract formulas will be purchased.

The formula buyback occurs as follows:

- The vendor contacts the Vendor Group at the state WIC office.
- The vendor informs the Vendor Group of the type, size, quantity
 and expiration date of the special ordered formula. NOTE:
 Formula that is expired or will be expiring within sixty (60)
 days of the vendor notifying the State WIC office will NOT be
 purchased.
- The vendor needs to provide the wholesale price and the retail price they have charged for the special formula.
- The Vendor Group will determine if the formula meets the criteria. If so, a WIC check will be created for the formula and will be mailed to the vendor or brought to the vendor by a WICNS staff person.
- The WIC staff person will pick up the buyback formula.

Allowing Correct Amount of Infant Formula

Vendors must allow participants to receive the full amount of infant formula listed on the WIC check. If necessary, the vendor must split the four, six or eight pack and sell the infant formula by individual cans. In this case a vendor must take the price of the pack and divide it by the number of cans in the pack to get the individual can price.

Vendors are required to allow the participants the full number of cans listed on the check even if the amount of the sale exceeds the maximum amount listed on the WIC check. If the sale amount exceeds the amount on the WIC check **DO NOT** deposit the check. Send the WIC checks to the state WIC office with an Approval Request for Non-Paid WIC Check form, the cash register receipt, and any written explanation needed (See Appendix F). In addition, vendors can keep a copy of the Special Formula Procedures Card (Appendix J) to assist store personnel with the steps to follow during a special formula WIC check sales transaction.

6.2 Milk Products

Target Nutrients: Calcium, protein, riboflavin, vitamin A, and vitamin D

Category	Approved Brands	Approved Size	Minimum Stock
Whole and 2% Milk (For Children 12 to 23 months of age.) Must be unflavored, vitamin D fortified. No organic or special brand milk products allowed. No glass bottles.	Any brands	Fluid gallon	12 gallons
* Low Fat thru Skim Milk (1%, ½%, Skim) Must be unflavored, vitamin A and D fortified. No organic or special brand milk products allowed. No glass bottles.	Any brands	Fluid gallon	24 gallons
Cultured Buttermilk			
Whole or Low-Fat variety. No organic or special brand milk products allowed. No glass bottles.	Any brands	Fluid quart	Where available
Lactose Free Milk			
Whole, Reduced, Low & Skim Varieties	Any brands	½ gallon	Where available
Evaporated Milk			
Low-Fat & Skim (skim through 1%) variety. Filled evaporated milk is not WIC approved.	Store Brands Only	12 or 13 ounce can	Where available
Dry Milk Low-Fat variety.	Store Brands Only	8 quart box	Where available
Goat Milk Whole evaporated & non-fat powder varieties only.	Meyenberg brand	12 ounce can	Where available

^{*}Reduced Fat and Low-Fat Milk stocking requirement may be a combination of either type of milk. Extra Skim Milk is NOT an approved WIC food item.

^{*}The selection of Store Brand or less expensive brands of milk by the participants is highly recommended but NOT required.

6.3 Soy Milk

Target Nutrients: Calcium, protein, riboflavin, vitamin A, and vitamin D

Approved Brands	Varieties	Approved Size	Minimum Stock
8th Continent Original & Vanilla Soy Milk Great Value Original Soy Milk	Outsing I Plain		Recommended
Items Not Allowed	Original Plain & Vanilla	½ gallon	minimum
No other brand is authorized.	Flavors Only	container only	6 - ½ gallon containers

6.4 Tofu

Target Nutrient: Low-fat source of protein

Approved Brands	Approved Varieties	Approved Size	Minimum Stock
Azumaya &NaSoya			
Items Not Allowed	Tofu in soft, firm	1.0	
No added flavors, sauces or ingredients. No cubed tofu allowed.	and extra firm blocks only.	16-ounce packages	Where available

6.5 Yogurt

Target Nutrient: Low-fat source of protein

Approved Brands	Approved Varieties	Approved Size	Minimum Stock
Approved Store Brands, Dannon & Yoplait Brands	Low Fat & Non-		
No Greek style yogurts. No yogurts with fruits on the bottom. No whole fat yogurts.	Fat Varieties. Plain, Vanilla & Blended Flavors.	32-ounce packages only	Where available

6.6 Infant Vegetables

Target Nutrient: Vitamins A, C and iron

Approved Brands	Approved Varieties	Approved Size	Minimum Stock
Beechnut & Gerber	Single Flavors:		4.4
Single & Selected Mixed varieties of infant vegetables.	Carrots, Green Beans, Peas, Squash & Sweet		At least three (3) of the
Items Not Allowed	Potatoes.	4-ounce	approved
No added sugars or starches. No added salt (i.e. sodium). No ARA/DHA enhanced. No organic allowed.		jars only	varieties & 24 jars of each variety.

6.7 Infant Fruits

Target Nutrient: Vitamins A, C and iron

Approved Brands	Approved Varieties	Approved Size	Minimum Stock
Beechnut & Gerber	Single Flavors:		
Single & Selected Mixed varieties of infant fruits.	Apples, Applesauce, Banana, Peach & Pear		At least three (3) of the
Items Not Allowed	Selected Mixed Fruits:	4-ounce	approved
No added sugars or starches. No added salt (i.e. sodium). No ARA/DHA enhanced. No organic allowed.	Apples & Bananas, Apples & Blueberry, Apples, Bananas & Pears, Apples, Bananas & Strawberry, Apples & Pears	jars only	varieties & 24 jars of each variety.

6.8 Infant Meats

Target Nutrient: Iron, zinc and protein

Approved Brands	Approved Varieties	Approved Size	Minimum Stock
Beechnut & Gerber Single ingredient infant food meat or poultry with added broth or gravy.	D. C		At least three (3)
Items Not Allowed No mixed meats or vegetables. No added sugars, starches, or salt (i.e. sodium) No ARA/DHA enhanced.	Beef Chicken Ham Turkey	2.5-ounce jars only	of the approved varieties & 12 jars of each variety.
No organic allowed.			

6.9 Infant Cereal

Target Nutrients: Iron, zinc

Approved Brands	Varieties	Approved Size	Minimum Stock
Beechnut & Gerber			
Items Not Allowed	Must stock two		
No fruit added. No organic. No jars or cans. No ARA/DHA enhanced.	(2) varieties of dry, plain cereal	8 or 16-ounce box	6 boxes of either the 8 or 16 oz. size

6.10 Hot Cereal

Target Nutrients: Iron, folate, zinc, and vitamin B6

Allowable Brands	Size	Minimum Stock
Refer to current WIC Approved Food List for this category.	Any box or bag in 11.8 to 36-ounces	6 units total

6.11 Cold Cereal

Target Nutrients: Iron, folate, zinc, and vitamin B6

Manufacturers Approved Brands	Approved Size	Minimum Stock
Approved Store Brands Only.		
For Gluten Free Participants NOTE: General Mills Rice or Corn Chex (Gluten-Free) are allowed for participants with certain medical conditions. Product will be printed on the check.	Any box or bag in , 12 to 36-ounces	3 different varieties & 24 units total At least one variety must be whole grain.

6.12 Juice, Ready-to-Serve

Target Nutrient: All WIC approved juices must be 100% juice, fortified with vitamin C, no

sugar added.

Approved Juices and Brands	Approved Size	Minimum Stock
Approved Brands Only Refer to the current WIC Approved Food List for approved brands in this category.	64 ounge	
NOTE: Any approved store brand orange juice (refrigerated & non-refrigerated) in 64 oz. containers is allowed for children only.	containers of approved	3 varieties & 18 units total
Items Not Allowed	juice	
No glass bottles.		
No blended juices. No individual serving size containers/packages.		

6.13 Juice, Frozen Concentrate

Target Nutrients: All WIC approved juices must be 100% juice, fortified with vitamin C, no

sugar added.

Approved Brands	Approved Size	Minimum Stock
Approved Brands Only.	12-ounce	2 varieties & 18
Refer to the current WIC Approved Food List for approved brands in this category.	containers only	units total

6.14 Peanut Butter

Target Nutrients: Protein, iron, and vitamin B6

Approved Brands	Approved Varieties	Approved Size	Minimum Stock
Approved Store Brands Only.			
Items Not Allowed			
No organic. No honey, jams, jellies, chocolate or marshmallows added. No crunchy brands.	Smooth, creamy, regular variety only.	16 to 18-ounce jar	12 jars total

6.15 Dried Beans and Peas

Target Nutrients: Low-fat source of protein, iron, and folate

Approved Brands	Approved Varieties		Approved Size	Minimum Stock
Store Brands Only. Plain, dry, unprocessed bean or pea or mixed beans.	Navy Beans Kidney Beans	Garbanzo Beans Soy Beans	16-ounce	Three (3) varieties with four (4)
Items Not Allowed	Great Northern Black Beans Lima Beans	Baby Lima Beans Lentils Cow Peas	package only	packages of each variety,
No flavored beans or flavoring packets added. No organic.	Red Beans Mixed Beans Pinto Beans	Split Peas Black Eyed Peas Crowder Peas		12 packages total

6.16 Canned Beans

Target Nutrients: Low-fat source of protein, iron, and folate

Approved Brands	Approved Varieties	Approved Size	Minimum Stock
Bush's Best Beans Only	Only these varieties:		
Items Not Allowed	Butter Beans Garbanzo Beans		At least 2
No organic. No peppers, onions or other added ingredients. No flavorings, sugar, fats, oils or seasonings. No fruits, meats, vegetables, or bean soups.	Kidney Beans Navy Beans Pinto Beans Red Beans Fat Free Refried Beans	16-ounce cans only	varieties & 24 cans total

NOTE: STORES ARE REQUIRED TO STOCK ONLY TWO (2) OF THE THREE (3) VARIETIES OF FISH LISTED BELOW

6.17 Salmon (For Breastfeeding Women Only)

Target Nutrients: Protein, iron

Approved Brands	Approved Varieties	Approved Size	Minimum Stock
Any approved brand of Pink Salmon.			Anv
Items Not Allowed	D:1- C-1		Any combination
No Red, Sockeye or Wild Alaskan Pink Salmon. No smoked salmon. No added flavoring, sauces or ingredients. No foil pouches or individual servings.	Pink Salmon Packed in water only.	5 ounce cans only	of two (2) varieties of fish 12 cans total

6.18 Sardines (For Breastfeeding Women Only)

Target Nutrients: Protein, iron

Approved Brands	Approved Varieties	Approved Size	Minimum Stock
Any brand of Sardines.	Water packed,		
Items Not Allowed			Any combination of
No foil pouches or individual servings. No other added flavorings, sauces or ingredients. No soybean or olive oil. No smoked sardines. No fish steaks.	Mustard sauce or Tomato sauce only.	3.75-ounce cans only	two (2) varieties of fish 12 cans total

6.19 Tuna (For Breastfeeding Women Only)

Target Nutrients: Protein, iron

Approved Brands	Approved Varieties	Approved Size	Minimum Stock
Any brand of plain Tuna			
Items Not Allowed			Any combination of
No Albacore or white tuna. No tuna packed in oil. No foil packages. No added flavoring, sauces or ingredients. No individual or snack pack servings.	Water packed only.	5-ounce cans only	two (2) varieties of fish 12 cans total

6.20 Brown Rice

Target Nutrients: Fiber

Approved Brands	Approved Varieties	Approved Size	Minimum Stock
Store Brands Only			
Items Not Allowed			
No instant brands. No organic grains. No added seasoning or flavors. No individual servings or pouches.	Only whole grain brown rice.	16-ounce packages only	12 packages total

6.21 Whole Grain Breads

Target Nutrients: Fiber

Approved Brands	Approved Varieties	Approved Size	Minimum Stock
Approved Brands Only			
Items Not Allowed		1.0	Recommended
No organic breads allowed. No added seasonings, powdered sugar, nuts or fruits (e.g. raisins). No wraps, flatbreads, buns or rolls. No breads with artificial sweeteners.	Only whole grain breads.	16-ounce packages only	12 packages total, where available

6.22 Tortillas

Target Nutrients: Fiber

Approved Brands	Approved	Approved	Minimum
	Varieties	Size	Stock
Approved Brands Only			
Items Not Allowed	Soft (white or yellow) corn or	16-ounce	6 packages
No added sugar, fat, oils, salt, nuts or fruits. No added seasonings or flavorings. No organic.	whole wheat	packages	total in any
	tortillas	only	combination

6.23 Eggs

Target Nutrients: Iron, protein, vitamin A, vitamin B6, vitamin D, folate, and zinc

Approved Brands	Varieties	Approved Size	Minimum Stock
Any Brand			
Items Not Allowed	Fresh Eggs,	Large size eggs	12 single dozen
No low cholesterol, brown or specialty eggs. No organic or free range.	grade A or AA White only.	only	cartons

6.24 Cheese

Target Nutrients: Protein, calcium, and vitamin A

Approved Brands	Approved Varieties	Approved Size	Minimum Stock
Store Brands Only. Must be plain, natural and domestic. Low-fat & fat free cheese. Prepackaged, Blocks Only.	 American Cheddar (includes extra sharp, sharp, medium or mild) Colby Colby Jack Monterey Jack Mozzarella (includes part skim or whole) 	8 or 16-ounce sizes only	3 different varieties, 12 pounds total Note: Different types of a certain cheese counts as different varieties; extra sharp, medium and mild cheddar would count as three (3) different varieties.

Items Not Allowed

No sliced cheese except for store brand American cheese.

No American cheese food.

No special brands allowed.

No deli or deli sliced cheese.

No "cheese food" or "cheese food product."

No cheese spread, string cheese, or shredded cheese.

No cheese with additives or flavoring, example: cheese with jalapeno peppers, smoked.

No individually wrapped slices.

No individually weighted blocks of cheese.

No organic cheese products.

6.25 Frozen Fruits & Vegetables

Target Nutrients: Vitamins A, C and D

Approved Foods	Approved Size	Minimum Stock
Any brand of frozen fruits and vegetables. Frozen fruits may contain fruit juice, water or artificial sweeteners (e.g. Splenda). Frozen vegetables may contain any kind of beans and peas and regular or lower-in-sodium vegetables. Any plain frozen vegetables, frozen steamed vegetables or plain frozen vegetable mixtures without any added ingredients, seasonings or oils.	Any size or type of packages	Minimum of two (2) cases (24 packages) per variety & at least three (3) varieties of each of frozen fruits & vegetables.
Items Not Allowed		
No frozen fruit with added sugar. No frozen vegetables with added sugar, fat, oils, salt or flavorings. No breaded, seasoned, or flavored vegetables. No brown, red, yellow or white potatoes with added oil, butter, seasonings, breading or gravies. No french fries, tater tots, potato rounds, diced potatoes, shredded hash browns or hash brown patties with added oils, seasonings, sugars. No single serving packs or packages with added sauces, flavors or other ingredients. No packages of vegetables containing pasta, rice, or other ingredients. No packages of vegetables containing cheese, sauces or gravies. No packages containing meat, poultry or fish.		

6.26 Fresh Fruits & Vegetables

Target Nutrients: Vitamins A, C and D

Approve	ed Foods	Minimum Stock
Any variety of approved whole, halved, quartered, sliced or cut of fresh fruits & fruits packed in juice Any variety of approved vegetables. Including brown, white, yellow & red potatoes without added sugars, fats or oils. Note: Fresh garlic and ginger are allowed.		
Items Not Allowed		
No salads or individual deli servings. No fruit or vegetables available on a salad bar. No buffet containers or party trays of fruits or vegetables. No bagged lettuce or salad greens with salad dressings, cheese, croutons or other ingredients. No fruit or vegetable baskets. No fresh fruits with added sugar or caramel. No breaded, creamed or sauced vegetables. No vegetable—grain (pasta or rice) mixtures. No dried fruits or fruit roll-ups. No nuts, fruit—nut, or vegetable—nut mixtures. No ornamental or decorative fruits or vegetables (pumpkins, gourds, Indian corn, etc.) No baked goods with fruits (e.g. blueberry muffins, fruit pies or pumpkin pies). No powdered or dried herbs or spices used for seasoning. No pickled ginger.		Minimum of ten (10) pounds per variety & at least five (5) varieties each of fruits & vegetables.
Herbs and Spice	es NOT Allowed	
 Anise Basil Bay leaves Caraway Chervil Chives Cilantro Dill Fenugreek Horseradish Lemon Grass 	 Marjoram Mint Oregano Parsley Rosemary Sage Savory Tarragon Thyme Vanilla bean 	